



City of Evanston



Police Department
Ernest A. Jacobi
Chief of Police

1454 Elmwood Avenue
Evanston, Illinois
60204

Telephone
708/866-5000

December 5, 1991

Mr. Louis F. Schoenfeldt
International Teletrac Systems
1725 Winnetka Circle
Rolling Meadows, Illinois 60008

Dear Lou:

I wanted to take a moment to tell you how much our department appreciates the amount of work you and your staff have done on the behalf of teletrac, and by extension, our department.

We sincerely believe that your tracking system will have a tremendous impact on vehicle theft. We also know it will have numerous other applications that will enhance our ability to provide essential services to the citizens of our community.

With ten tracking units installed in our vehicles, we have used the system several times to track personnel who have failed to answer their radio because of equipment malfunctions. I know our personnel feel much safer knowing we can locate them within seconds without their help in times of need.

In conjunction with your staff, we have performed several simulated stolen vehicle episodes. In each case, our personnel have been able to locate the stolen vehicle. In the last couple of cases, we located the vehicle within three minutes of receiving the report of the stolen vehicle. That alone has to speak highly of your product.

Thank you again, and we are looking forward to a long and beneficial relationship.

Lieutenant George L. Scharm
Technical Services Division



November 22, 1991

Mr. Charles Shropshire
International Teletrac Systems, Inc.
39303 Country Club Drive, Ste. A-11
Farmington Hills, MI 48331

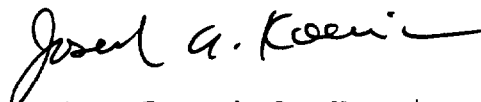
Dear Charles:

As you are well aware, we successfully used the Teletrac system recently on a narcotics trafficking investigation. The capabilities of Teletrac were just what we needed to ensure a successful conclusion to that very important case. We thank you for assisting us.

I understand that Teletrac is restricted to using its system in just the 313 area code. It can certainly be stated that area code and geographical boundaries are inconsequential to the criminal element. Any illicit drug trafficker doesn't stop at the 313 area code boundary to pause and reflect.

Investigative agencies need sophisticated equipment, like Teletrac, to successfully stay abreast of criminal enterprises. Police agencies can't be restricted by boundaries, nor should technology.

Sincerely,



Inspector Joseph A. Koenig
Assistant Division Commander
Southeastern C.I.D.
18050 Deering
Livonia, MI 48152
525-4149

JAK/la

April 2, 1992

Mr. Arnold Peller
International Teletrac Systems, Inc.
9800 La Cienega Blvd.
Inglewood, CA 90301

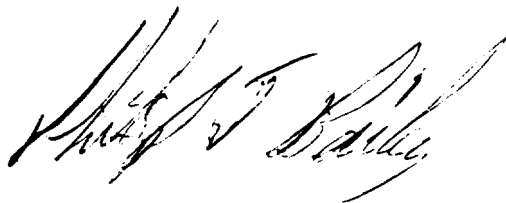
Dear Mr. Peller:

I would like to take this opportunity to express my satisfaction with the Teletrac stolen vehicle location system. As you know, my daughter was driving my Jeep Cherokee on December 15, 1991, when she was pulled over and the vehicle was taken from her at gunpoint. She immediately called me and I notified the police and the Teletrac control center.

The Los Angeles Police Department officers were immediately on the scene, began chasing the thieves and were able to apprehend them in a short time. The chase ended with the suspects in custody and my daughter safe at home. I was truly impressed listening to the exchange of information between Teletrac and the police during the high speed chase.

Teletrac was able to provide quick and accurate information to the officers, so they never lost the suspects.

Sincerely,

A handwritten signature in cursive script, appearing to read "Phillip Bailey".

Phillip Bailey

RECORD TRANSPORT, INC.

2065 Ross Street
Vernon, California, 90058
(213)231-9141

November 23, 1991

Ned Carey
Account Executive
International Teletrac Systems, Inc.
9800 La Cienega Blvd., Suite 800
Inglewood, CA 90301

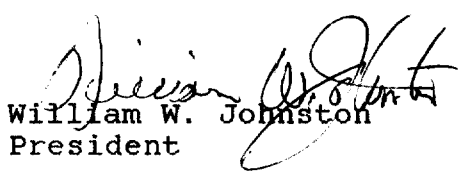
Dear Mr. Carey:

We have been using Teletrac for over 10 months as a vehicle location system with a primary application of security and route tracking of our mobile equipment. As you know Ned, we transport some pretty "high risk" freight on a regular basis and have experienced some rather costly cargo losses in the past.

Shortly after activating the Teletrac System, as part of our continuing security efforts, we did experience another high-jacking of one of our tractor/trailer units. While monitoring one of our units which was enroute back to our Terminal, our dispatcher was able to determine the vehicle was several miles south of where it should have been. The Los Angeles Police were notified of the suspected high-jacking and, acting on information we were able to supply through continued monitoring, they were able to locate the vehicle and driver. We are convinced this recovery would not have been possible without the monitoring/tracking capability of the Teletrac System.

We wanted you to know that not only were we able to recover the truck and cargo but, even more importantly, our driver was released unharmed.

Sincerely,


William W. Johnston
President



SHERMAN BLOCK, SHERIFF

County of Los Angeles

Office of the Sheriff

Hall of Justice

Los Angeles, California 90012



July 8, 1991

Mark Licht, President
Los Angeles Operations
International Teletrac Systems
9800 South La Cienega Boulevard, Suite 800
Inglewood, California 90301

Dear Mr. Licht:

I would like to take this opportunity to express my appreciation to you and Teletrac for the loan of a vehicle locator device during a recently concluded child molester surveillance operation. As you probably know by now, the suspect is in custody and has been charged with felony indecent exposure. He faces up to five years in state prison if convicted. Hopefully, no child will ever again have to be traumatized and injured by the actions of this individual.


Lieutenant Jim Harris of the Multijurisdictional Criminal Apprehension Detail (MCAD), has told me how effective the Teletrac device was and the key role it played in the success of this investigation. Given the type of individual that MCAD was following, a dawn to dusk surveillance would probably not have been successful without the use of a vehicle tracking device.

Sheriff Sherman Block has long been a supporter of "partnerships" between the private sector and law enforcement. When a partnership is created the combined resources of both entities are directed toward the common goal, and, more often than not, they are successful. Your assistance in this matter certainly bears out his belief.

Once again, thank you very much for your cooperation and for your support of this operation. We look forward to working with Teletrac in the future.

Sincerely,

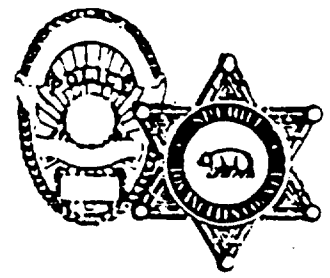
SHERMAN BLOCK, SHERIFF


LARRY L. ANDERSON, ACTING CHIEF
FIELD OPERATIONS REGION II

cc: Stacey Black, General Manager
Barnet Fagel, Technical Support Manager

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MULTIJURISDICTIONAL CRIMINAL APPREHENSION DETAIL



3010 E. Victoria Street, Rancho Dominguez, CA 90221 (213) 603-3137; FAX (213) 639-1070

July 8, 1991

Stacey Black, Vice President
Los Angeles Operations
International Teletrac Systems
9800 South La Cienega Boulevard, Suite 800
Inglewood, California 90301

Dear Mr. Black:

As the Unit Commander for the Sheriff's Department's Multijurisdictional Criminal Apprehension Detail (MCAD), I would like to personally thank you and Barnett Fagel for the assistance provided to us during the recently concluded child molester surveillance operation. Your vehicle locator device performed exceptionally and played a key role in the success of this investigation. A successful surveillance would probably not have been possible without the Teletrac device.

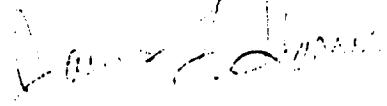
The suspect in this case has been charged with felony indecent exposure and faces up to five years in state prison if convicted. I will let you know the outcome of the case once it has been adjudicated in court.

Given the manner in which your device operated, MCAD would very much like to retain temporary custody of the device and continue to use it in similar investigations. Needless to say, all legal requirements would be satisfied each time the device was employed.

Although I will be out of state through July 15, upon my return I would very much like to discuss the possibility of further testing of the vehicle locator device.

Once again, thank you very much for your assistance in this matter. A similar letter of appreciation has been sent to Mark Licht by the Sheriff's Department's Chief of Field Operations Region II.

Sincerely,


James L. Harris
Unit Commander
MCAD/LASD

*Burglary Apprehension Team ■ Cargo Criminal Apprehension Team ■ South Bay Burglary Team
South Central Burglary Team ■ West Criminal Apprehension Team ■ West Regional Burglary Team
Carson, El Segundo, Hawthorne, Inglewood, Long Beach, Los Angeles County, Rancho Palos Verdes, Redondo Beach,
Rolling Hills, Rolling Hills Estates, Federal Bureau of Investigation, California Highway Patrol
U.S. Treasury Department, Bureau of Alcohol, Tobacco and Firearms*



IRA REINER
DISTRICT ATTORNEY

OFFICE OF THE DISTRICT ATTORNEY
COUNTY OF LOS ANGELES

18000 CRIMINAL COURTS BUILDING
210 WEST TEMPLE STREET
LOS ANGELES, CALIFORNIA 90012
(213) 974-3501

October 8, 1991

Mr. Paul Fitzgerald
Account Executive
International Teletrac Systems
9800 La Cienega Boulevard, Suite 800
Inglewood, California 90301-4420

Dear Mr. Fitzgerald:

The Los Angeles County District Attorney's Office extends its most sincere appreciation for the cooperation and assistance granted the Bureau of Investigation during a complex and sensitive arson case. It became apparent that a small city in Los Angeles County was experiencing an abnormal number of arson fires, and suspicion was directed at one individual who had virtually unlimited access to the city area. Because the paramount concern was for the safety of that city's citizens, your technical experience and proven accuracy was immediately sought for the following reasons.

The area of surveillance was less than 1.4 square miles, and the arson subject was operating during hours of light vehicle traffic. The subject's vehicle was in constant motion throughout the city. The possibility of the subject detecting the surveillance team forced the team to remain at peripheral posts for extended periods of time. A manpower-intensive operation was a virtual impossibility given the geographical conditions. It was necessary to constantly monitor the subject's activities from a distance, and maintain radio communication as to location and activity if the surveillance was to be successful.

Suffice it to say that the surveillance was successful, and the arson fires have stopped. The use of the Teletrac monitor was the cohesive ingredient which has facilitated the arrest of the

Mr. Paul Fitzgerald
Page Two
October 8, 1991

alleged arsonist and has enhanced the probability of a speedy and favorable prosecution. Again, the office extends its appreciation for your unselfish efforts, and especially the technical and training expertise provided by Barnett Fagel, Karen Birch, and Maria Howard.

Very truly yours,

A handwritten signature in cursive script, appearing to read "Ira Reiner".

IRA REINER
District Attorney

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Starlite Caterers

15739 VENTURA BOULEVARD • ENCINO, CALIFORNIA 91436 • TEL: (818) 789-7588

November 18, 1991

Michael Keesler
Business Manager
International Teletrac Systems, Inc.
9800 La Cienega Blvd.
Inglewood, CA 90301

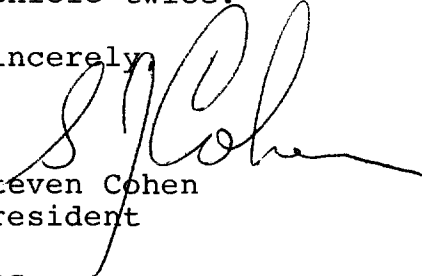
Dear Mr. Keesler:

Once again, I would like to personally thank your company for recovering my Porsche Carrera for the second time. When I brought the Teletrac stolen vehicle locator service I wondered if I would ever have a need for the system. But now that my car has been stolen and recovered with your assistance for the second time, I feel your system is absolutely indispensable.

I would like you to send me some brochures on your stolen vehicle locator service so I can let all my friends know how wonderful the Teletrac system is.

Once again, thank you for your assistance in recovering my vehicle twice.

Sincerely,



Steven Cohen
President

/as

Department of Police

William J. Dwyer
Chief of Police
313/473-9602

Mirl J. Spencer
Deputy Chief of Police
313/473-9605

313/474-6181
FAX 313/473-9631



City of Farmington Hills

31655 ELEVEN MILE ROAD, FARMINGTON HILLS, MICHIGAN 48336-1170

November 20, 1991

Mr. Charles Shropshire
International Teletrac Systems, Inc.
30303 Country Club Drive, Ste. A-11
Farmington Hills, MI 48331

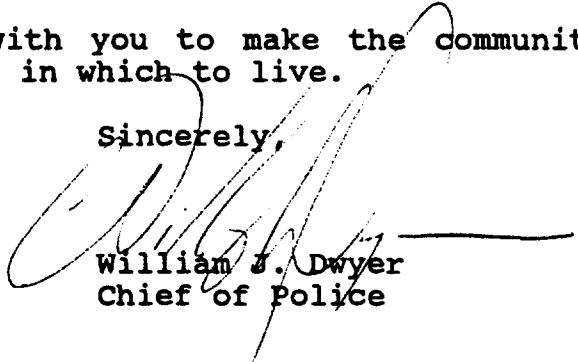
Dear Mr. Shropshire:

Michigan has the dubious honor of being one of the leaders in a new criminal pastime called "carjacking." A thief stops a driver at gun point, forces the driver out of the vehicle, and then drives off. I truly believe your system will assist Michigan law enforcement agencies in arresting those persons responsible for carjackings as it has already assisted California police in arresting, convicting, and incarcerating at least one carjacker.

In Farmington Hills we are also using the system to assist our Department, and the City, with 9-1-1 calls. With the assistance of Teletrac, our dispatchers immediately have the capability of locating the site of a distress call through the mapping system, which also provides immediate identity as to which patrol car is in closest proximity to respond to the call.

We look forward to working with you to make the community of Farmington Hills a safer place in which to live.

Sincerely,


William J. Dwyer
Chief of Police

TEXAS DEPARTMENT OF PUBLIC SAFETY

5805 N. LAMAR BLVD. - BOX 4087 - AUSTIN, TEXAS 78773-0001



JAMES R. WILSON
DIRECTOR

DUDLEY M. THOMAS
ASST. DIRECTOR



COMMISSION
ROBERT HOLT
CHAIRMAN
CALVIN R. GUEST
ALBERT B. ALKEK
COMMISSIONERS

December 16, 1991

Mr. Bill Horton
Law Enforcement Liaison
International Teletrac Systems
524 East Lamar Blvd., Suite 120
Arlington, Texas 76011

Dear Bill:

As I recall the meeting we had April 18, 1991, when we discussed the Teletrac system, I want to emphasize my concern that the coverage to your system cannot be extended to critical areas in the state due to regulatory issues.

As you may remember, we discussed the possibility of extending your system to cover the Rio Grande Valley, which is where many of the stolen vehicles are driven. Since it could be to our benefit to cover that area from either the Dallas/Fort Worth or Houston areas, we hope your regulatory constraints can be removed as soon as possible.

Sincerely,

Roy L. Newman, Commander
Motor Vehicle Theft Service

RLN:kt



U.S. Department of Justice

Federal Bureau of Investigation

In Reply, Please Refer to
File No.

219 South Dearborn Street
Chicago, Illinois 60604
December 18, 1991

Mr. Louis Schoenfeldt
Law Enforcement Liaison
International Teletrac Systems
Chicago Operations
1725 Winnetka Circle
Rolling Meadows, Illinois 60008

Dear Lou,

I would like to take this opportunity to extend my sincere appreciation to you and to all the personnel of the Chicago Operations of International Teletrac System for your efforts in assisting the Chicago Division of the Federal Bureau of Investigation (FBI) over the previous six months. I would especially like to commend the efforts of yourself, Bob Mance, Tim McCarty, and Dragan Jovanovic. Your efforts in a number of recent FBI investigations provided crucial assistance toward the successful completion of those investigations.

Although internal FBI policy prevents me or any member of my staff from endorsing a particular product, I would like to say that I personally found the services and capabilities of your product to be extremely beneficial.

As you are aware, the Chicago Division of the FBI recently acquired a number of Vehicle Locator Units and supporting equipment from International Teletrac. This acquisition was based on the capabilities of the Teletrac System as presented by the Chicago Operations of International Teletrac. The professional presentation and cooperation of Teletrac's Chicago Operations was in large part responsible for our recommendation to FBI Headquarters that the system be purchased.

Again, I commend you and your organization for an outstanding product and excellent service, and look forward to continued cooperation in the future.

Very truly yours,

DELBERT N. DILBECK
Special Agent in Charge

• News Release

FOR: TRIMBLE NAVIGATION LIMITED

APPROVED BY: William Stirlen
Chief Financial Officer
(408) 730-2900

CONTACT: Trimble Navigation
Sandra Bateman
(408) 481-7808
Morgen-Walke Associates
Doug Sherk/Ken Dennard
(415) 296-7383

TRIMBLE NAVIGATION INSTALLS FIRST COMPLETELY INTEGRATED GPS TRACKING & DELIVERY SYSTEM

SUNNYVALE, CA -- MARCH 2, 1992 -- Trimble Navigation Limited (NASDAQ: TRMB) has installed its first completely integrated Global Positioning System (GPS) tracking, dispatching and delivery system for Los Angeles-based Minute Man Delivery, it was announced here today by Charles Trimble, president and chief executive officer of Trimble Navigation.

Minute Man Delivery has equipped its 35 courier vehicles and dispatch operations with FleetVision(TM), an integrated computer-aided dispatch and fleet management system from Trimble that allows dispatchers to know exactly where each delivery vehicle is at any given moment and to send the closest driver to the pickup location in record time. The FleetVision system is able to pinpoint the exact location of moving vehicles, pickup and delivery addresses, landmarks and other information.

-more-

Morgen ■ Walke
ASSOCIATES, INC.

Investor Relations and
Corporate Communications

Principal Office:
420 Lexington Avenue
Suite 2449
New York, New York 10170
Phone: 212-986-5900
Fax: 212-808-9358

220 Montgomery Street
Suite 400
San Francisco, CA 94104
Phone: 415-296-7383
Fax: 415-296-0446
A CALIFORNIA CORPORATION

Three Lincoln Centre
5430 LBJ Freeway
Suite 1600
Dallas, TX 75240
Phone: 214-701-8851
Fax: 214-701-8855

"We're really excited about Trimble's new system because in the courier business, timely delivery is crucial to our customers," said Mike Morvice, president and chief executive officer of Minute Man Delivery. "It's also very important to us and our drivers because one or two more deliveries per driver per day can make a big difference in lowering operating costs and increasing profitability - especially when each vehicle averages 50,000 - 60,000 miles per year."

"With the exact time and positioning capabilities of GPS as an integral part of the FleetVision system, the Minute Man delivery team will be better informed about the status of orders and their ability to make a delivery, and their customers will benefit from the increased efficiency," stated Charles Trimble.

"The FleetVision system is designed to be easily tailored to the specific needs of a broad range of urban delivery and other fleet operations," continued Mr. Trimble. "Bus transit companies, towing services, police, fire and other public safety fleets are all businesses that can take advantage of our GPS-based products in order to ensure more timely and accurate services."

Trimble is a world leader in the emerging commercial market for satellite-based navigation and positioning products using the U.S. Government-funded Global Positioning System. Trimble designs, manufactures and markets electronic instruments for determining precise geographic location. To date, Trimble has sold more than 38,000 GPS systems in a variety of markets including survey and mapping, Geographic Information Systems (GIS), marine, aviation, vehicle tracking, military applications and differential GPS systems. The company, founded in 1978 and located in Sunnyvale, California, has been selling GPS to world markets since 1984.